Partner Promotions

Sympoints

COMING SOON! **New BE.cloud and SEP.cloud Sympoints Promotions!***

In addition to the current Backup and Security promotions, Sympoints is launching new .cloud promotions that will be live soon!

Eligible products include all license types for BE.cloud, SEP.cloud and SEP.cloud Small Business Edition:

- 12 month license: $2/seat
- 24 month license: $3/seat
- 36 month license: $4/seat

*This promotion will be back-dated to include .cloud sales beginning on May 1, 2012. Check with your local channel marketing manager for the go-live dates at the national accounts. VAR promotions will be live on Sympoints.com no later than Monday, May 14, 2012.

ENDING SOON: **Attention Sales Engineers and Technical Reps: Backup Exec 2010 STS Exam Promotion**
Ending on May 20, 2012

VAR Partners have limited time to earn **50 Sympoints** when they complete the Backup Exec 2010 STS Exam. This incentive will be ending on Sunday, May 20, 2012.

Earn Big with the Messaging Gateway Promotion
Promotion lasts for a limited time; VAR Partners only

Partners can watch their Sympoints soar with this special offer from Messaging Gateway. Sales of a select SKU are now eligible to earn **1 Sympoint** per license sold.
Qualifying SKU: 2TFVOZS0-EI1EF

Education Training Credits Promotion
April 2, 2012 to June 29, 2012

Give clients the training they need, when they need it. This allows customers to purchase their credits in one transaction and utilize them over a 12 month period for any Symantec Education Service.

*VAR Partners – want to earn an extra 15% on all your sales efforts? Become an SMB specialist today and you will enjoy this special perk from Sympoints!

Visit Sympoints for all the program details

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Opportunity Registration and Margin Incentives

NEW! **Partner-to-Partner Collaboration Promotion Extended!**
April 1, 2012 to September 30, 2012

 Now through September 30, 2012, Symantec is offering a promotion that rewards partner-to-partner collaboration. Partner-to-partner collaboration qualifies for this promotion when the Partner who prospects a new opportunity for Symantec, but is not authorized to sell the product(s) a customer requires, collaborates with another Symantec Partner who is authorized to service the technology. Visit PartnerNet to learn more.

Backup Exec 2012 + Virtualization Promotion
Effective February 6 to September 30, 2012

For a limited time, Partners enrolled in the SMB Specialization (Backup track) or the Data Protection Backup Specialization can earn a 30% front-end discount for new qualifying Symantec Backup Exec™ 2012 + Virtualization opportunities. Additional requirements, limitations, and exclusions apply.

Please login to PartnerNet for additional details.

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End-User Promotions

Backup Exec Products

Upgrade to Backup Exec 2012 for FREE with the Fast Forward Promotion

Symantec is offering a limited-time promotion for Backup Exec customers and previous customers who have lapsed in their maintenance and want to upgrade to the current version of Backup Exec 2012. Customers will automatically be upgraded to Backup Exec 2012 for free when they purchase a Fast Forward two-year maintenance contract. Offer valid until September 30, 2012.
http://BackupExec.com/fastforward

Switch to Backup Exec 2012 V-Ray Edition and SAVE up to 35% off MSRP

Save 35% off MSRP when switching to Backup Exec 2012 V-Ray Edition from a competitive solution. Take advantage of this exclusive discount and experience best of breed data protection and disaster recovery for VMware and Hyper-V environments. Upgrade now and save!
www.backupexec.com/save

Upgrade to the NEW Backup Exec 2012 and SAVE up to 35% off MSRP

Existing Backup Exec customers or new customers switching from another backup solution can save up to 35% off MSRP when purchasing Symantec Backup Exec 2012. This offer also applies to all Backup Exec 2012 Agents and Options. Take advantage of this discount - upgrade now to Backup Exec 2010 and save!
www.backupexec.com/save

Save up to 35% off System Recovery 2011

Purchase Symantec System Recovery (Server Edition, Small Business Server Edition, Desktop Edition, Linux Edition or Virtual Edition) and save up to 35% off MSRP. Whether you are a first time customer switching from an alternative solution or upgrading from a previous version of Backup Exec System Recovery, this discount delivers superior disaster recovery capabilities at a great price.
www.backupexec.com/save

Security

NEW! Trade-In, Trade-Up to Symantec and Save up to 45% today

Customers can now trade in their old security and lock in today's savings when they trade up to Symantec Endpoint Protection, Symantec Endpoint Protection Small Business Edition, Symantec Protection Suites or Symantec Protection Suite Small Business Edition for savings up to 45%.
http://go.symantec.com/securitytrade-up

EXTENDED: Add PGP WDE with Universal Server Limited when purchasing/renewing Symantec Endpoint Protection or Symantec Protection Suite for 40% off

Customers purchasing or renewing Symantec Endpoint Protection or Symantec Protection Suite may purchase PGP WDE with Universal Server Limited for 40% off the regular price. PGP WDE with Universal Limited provides Organizations with comprehensive, high performance full disk encryption for all data (user files, swap files, system files, hidden files, etc.) on desktops, laptops, and removable media.
Offer valid: June 6th, 2011 now through September 5, 2012
www.symantec.com/business/whole-disk-encryption

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Gateway

Messaging Gateway: Try & Buy Program

Register for Symantec's 30-day risk-free trial of the Symantec Messaging Gateway, one of the industry's best solutions for integrated antispam, antivirus, advanced content filtering, and data loss prevention technologies. Symantec offers two evaluation options for the Messaging Gateway: hardware appliance and the Virtual Edition. This promotion is valid in North and South America only.
http://go.symantec.com/trybrightmail

Web Gateway: Try & Buy Program

Register for Symantec's 30-day risk-free trial of the Symantec Web Gateway, one of the industry's best solutions for keeping your organization protected against multiple types of Web-borne malware, preventing data loss over the Web and giving you flexible deployment options. A Virtual Edition is available for download.
http://go.symantec.com/trywebgateway

.Cloud

NEW! Switch to Symantec Endpoint Protection.cloud and save 30% off MSRP

Switch to Symantec Endpoint Protection.cloud and save up to 30% off MSRP. Enjoy a simple cloud-managed service with comprehensive security for Windows-based desktops, laptops and file servers with no need for an on-site server deployment! Effective May 7, 2012 through March 31, 2013.
https://partnernet.symantec.com/Partnercontent/Promos/Promotions.jsp

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